



USMC Implementation of the Quadrant Model

...From Concept to Endstate

Introduction

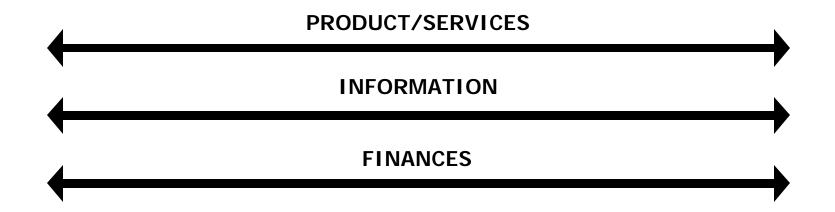
- Background and Overview
- Definition and Vision of Quadrant Model
- Concept for Application of The Quadrant Model in the Marine Corps
- High Level Business Rules
- Desired Endstate

Background and Overview

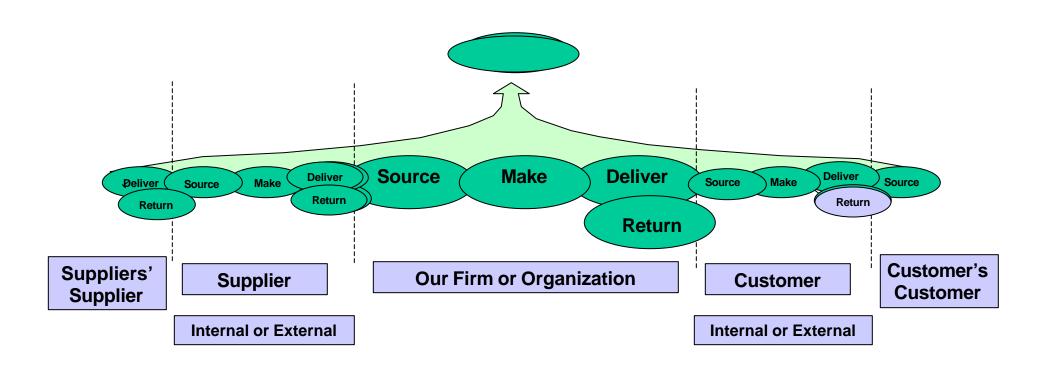
- 1980's commercial enterprises faced two significant issues
 - Cost of money
 - Quality
- External factors: Mandate for change
 - Technology Developments hardware and software
 - Financial Resources
 - Global Competition
- Emerging best practices:
 - Supply Chain Management
 - SCOR Model
 - Quadrant Model

Typical Supply Chain





SCOR Model



Quadrant Model

High	<u>Bottleneck</u>	<u>Critical</u>
Risk	Routine	<u>Leveraged</u>
↓ Low	← Value → High	

Definition and Vision of Quadrant Model

- Materiel Attributes
- Supply Chain Characteristics
- Vendor Types and Relationships
- Materiel Management

Materiel Attributes

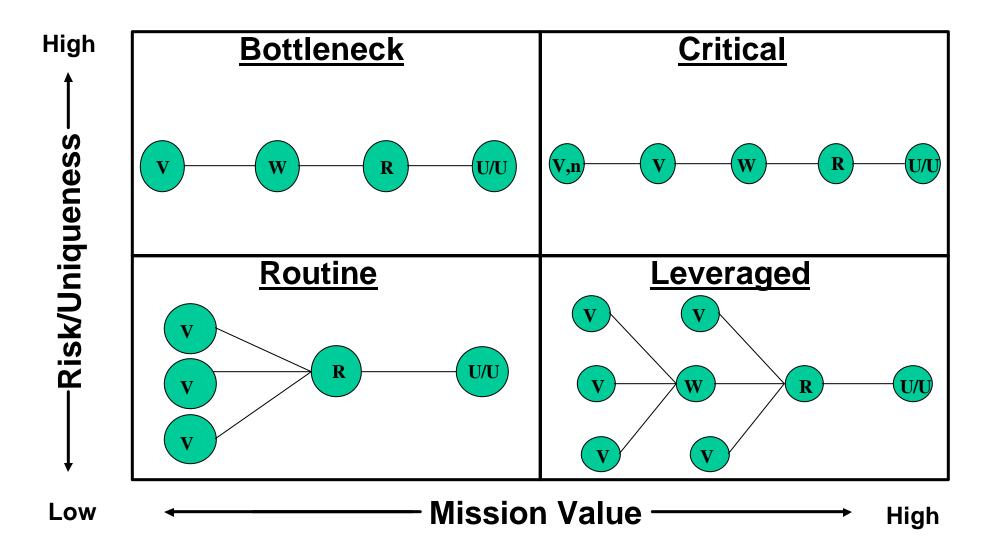
High	Bottleneck (MILSPEC Computers)	Critical (Tank Engines)
isk/Uniqueness—→	 One or restricted sources Few options Low volume Low market capacity Low value Low substitutability 	 One or restricted sources Few options Low volume Low market capacity High value Low substitutability
Jnic	Routine (Paperclips)	Leveraged (Spark Plugs)
——Risk/L	 Many sources Many options High volume Large market capacity Low value High substitutability 	 Many sources Many options High volume Large market capacity High value High substitutability

Low

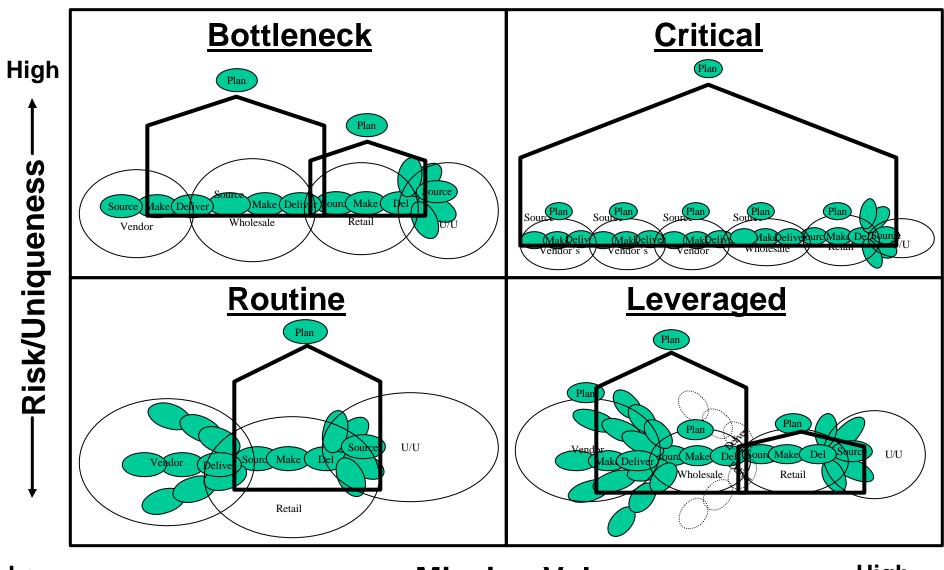
Mission Value —

High

Supply Chain Characteristics



Vendor Types and Relationships

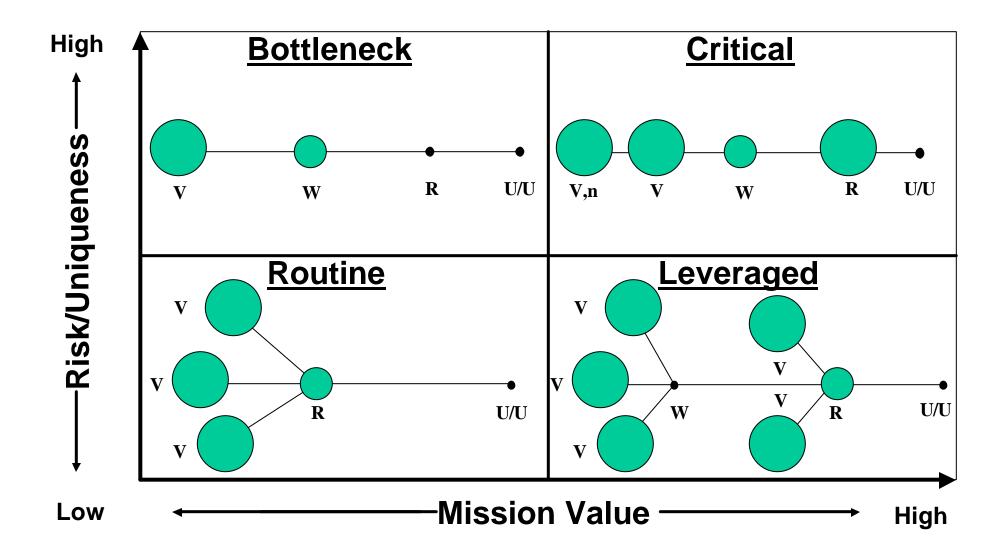


Low

Mission Value -

High

Materiel Management



High Level Business Rules

- Rationale
- General Nature
- General Business Rules

- Operational Environment
- Application Consideration
- Concept of Operations

Operational Environment

- Application Considerations
 - Doctrine
 - Policy
 - Processes
 - Operational Terms
 - -Risks

- Concept of Operations
 - Implementation Objectives
 - Critical Success Factors
 - Implementation Concept
 - Organizational Rules and Responsibilities

Desired Endstate

- Acquisition/Development
- Materiel Management
- Procurement and Contracting
- Summary

So What?

- Importance of the Quadrant Model to the USMC
 - Readiness
 - Inventory stock levels
 - Inventory locations
 - Procurement decisions

QUESTIONS?